

Message Text

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INFO OCT-01 NEA-14 ISO-00 EB-11 RSC-01 /027 R

66607

DRAFTED BY COM/OIM/SAD/252/H SOCKS/DCG

APPROVED BY EB/OCA/REP:GPWILSON

COM/OIM/SAD/252/BRYNO

STATE/EB/CBA/OCA/BR:JL NESVIG

STATE/NEA/INS:RBMORLEY

STATE/NEA/PAB:MGJONES

COM/OIM/FE/TMOORE

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P 131841Z AUG 74

FM SECSTATE WASHDC

TO AMCONSUL BOMBAY PRIORITY

AMCONSUL CALCUTTA PRIORITY

AMEMBASSY ISLAMABAD PRIORITY

AMCONSUL KARACHI PRIORITY

AMCONSUL LAHORE PRIORITY

AMCONSUL MADRAS PRIORITY

AMEMBASSY NEW DELHI PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, XF

SUBJECT: SPECIALIZED TRADE MISSION: MINING/MINE PLANT PROCESS-
ING EQUIPMENT TO INDIA AND PAKISTAN, DEC. 2-20, 1974

REF: KARACHI 1588; NEW DELHI A-206, A-278 AND 10224

1. COMMERCE SPONSORED SPECIALIZED TRADE MISSION ENCOMPASSING
MINING, MINE PLANT PROCESSING EQUIPMENT, EARTHMOVING AND
CONSTRUCTION EQUIPMENT IS SCHEDULED TO VISIT INDIA AND
PAKISTAN DURING PERIOD DECEMBER 2 THRU 20, 1974. CITIES
INCLUDED ON VISIT TO INDIA ARE NEW DELHI, CALCUTTA, NAGPUR,
MADRAS. PAKISTAN ITINERARY INCLUDES KARACHI, LAHORE,
ISLAMABAD WITH ONE DAY SET ASIDE FOR VISIT TO QUETTA.
PRECISE DATES, LENGTH OF STAY IN EACH CITY WILL BE FORWARDED
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SHORTLY.

2. IN ORGANIZING MISSION, IT WAS BELIEVED THAT THE PROJECT WOULD BE ENHANCED CONSIDERABLY BY INCLUDING FIRMS ENGAGED IN THE FOLLOWING TYPES OF OPERATIONS, LIMITED, HOWEVER, TO ONLY ONE COMPANY IN EACH OF THE FOLLOWING CATEGORIES: A MINING ORGANIZATION; A COMPANY WITH BROAD EXPERIENCE IN RESEARCH AND DEVELOPMENT OF MINERALS AND MINERAL PROCESSING; A FIRM ENGAGED IN DESIGN AND CONSTRUCTION OF MINING AND ALLIED INFRASTRUCTURE; A PROMINENT AMERICAN CONSULTING ENGINEERING ORGANIZATION. THE REMAINING FIRMS WOULD INCLUDE MANUFACTURERS OF MACHINERY AND EQUIPMENT PERTINENT TO MINING AND ALLIED OPERATIONS OF MINING INDUSTRY.

3. COMMERCE HAS EMPHASIZED TO EACH OF THE PROSPECTIVE PARTICIPATING FIRMS THE IMPORTANCE OF PROVIDING A HIGH LEVEL CORPORATE EXECUTIVE WHO IS NOT ONLY KNOWLEDGEABLE OF THE TECHNICAL ASPECTS OF THE MACHINERY, EQUIPMENT, SERVICES OF HIS COMPANY, BUT ONE WHO IS ALSO AUTHORIZED TO INITIATE OR NEGOTIATE CONTRACTS OR STUDIES ON BEHALF OF THE COMPANY HE REPRESENTS.

4. ALTHOUGH THE MAILOUT IS NOW PRESENTLY UNDERWAY, INTEREST IS GENERALLY HIGH. EVERY POSSIBLE EFFORT IS BEING MADE TO ENSURE AN EXTREMELY HIGH LEVEL AND PRESTIGIOUS OPERATION. ALTHOUGH NOT FINALIZED, SEVERAL FIRMS IN THE ABOVE CATEGORIES HAVE INDICATED VERBAL ASSURANCE OF THEIR INTENT IN PARTICIPATING. IT IS ANTICIPATED THAT EACH OF THE REPRESENTATIVES OF THE PARTICIPATING FIRMS WILL HAVE A FAIRLY COMPREHENSIVE TECHNICAL BACKGROUND AND KNOWLEDGE OF THE EQUIPMENT AND SERVICES OF THE COMPANIES THEY REPRESENT. IT IS NOT INTENDED, HOWEVER, THAT SEMINAR DISCUSSIONS WILL BE INCLUDED AS A PART OF THE MISSION ACTIVITIES. EACH OF THE MISSION MEMBERS ARE, HOWEVER, IN A POSITION TO DISCUSS VARIOUS TECHNICAL ASPECTS OF MINING AND MINING OPERATIONS ON THEIR OWN IF THEY SO DESIRE BUT NOT REPEAT NOT ON A FORMALIZED BASIS.

5. COMMERCE APPROACHED BARBER-GREENE OVERSEAS, INC. AS SUGGESTED BY AMCONGEN KARACHI TO ADVISE THEM OF POST SUPPORT SHOULD THE COMPANY WISH TO ORGANIZE A TECHNICAL

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SEMINAR DURING THE MONTH OF OCTOBER. BARBER-GREENE WAS ALSO INFORMED OF THE PROPOSED MISSION TO INDIA/PAKISTAN IN DECEMBER AND BACKGROUND INFORMATION WAS FORWARDED. COMMERCE ADVISED THE FIRM THAT IT WOULD BE PLEASED TO CONSIDER ITS APPLICATION TO PARTICIPATE ON THE MISSION IN DECEMBER BUT THAT IT IS NOT OUR INTENTION TO COMBINE THE MISSION WITH A TECHNICAL SEMINAR.

6. WE WILL KEEP POSTS ADVISED OF DEVELOPMENTS. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 13 AUG 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE176677
Document Source: CORE
Document Unique ID: 00
Drafter: OIM/SAD/252/H SOCKS/DCG
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740222-0386
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740851/aaaabrnf.tel
Line Count: 116
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 3
Previous Channel Indicators:
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: KARACHI 1588; NEW DELHI A-206, A-278
Review Action: RELEASED, APPROVED
Review Authority: boyleja
Review Comment: n/a
Review Content Flags:
Review Date: 06 JUN 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <06 JUN 2002 by reddocgw>; APPROVED <23 JAN 2003 by boyleja>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: SPECIALIZED TRADE MISSION: MINING/MINE PLANT PROCESS- ING EQUIPMENT TO INDIA AND PAKISTAN, DEC. 2-20, 1974
TAGS: BEXP, XF
To: BOMBAY MULTIPLE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005